

## CO-OPERATION AMONG FARMERS

By FREDERIC J. HASKIN.

Next week the progressive farmers of the progressive State of Oklahoma will meet at Shawnee to devise ways and means of securing co-operation among themselves. Like organizations met in Texas and Virginia last week, and Kentucky, alive to the needs of the people, perfected a co-operative union of its farmers. These farmers see three or four men between themselves and the consumer making good livings and are going to try to eliminate the profits of these middlemen in order to enjoy the full fruit of their own labors.

It is but a weather vane that tells where sets the wind of farm progress. Co-operation among farmers began years ago, but it has only recently begun to spread with a telling effect. Now it applies to creameries, turpicks, telephone systems, slaughter-houses, fruit and vegetables shipping, grain elevators, and a dozen other activities, which have hitherto belonged to the middlemen. A bill is now pending before the Sixtieth Congress for the organization of a farmers' co-operative commission, whose province it shall be to encourage co-operation among farmers. A large sum is proposed to be appropriated by the bill to defray the expenses of the commission. That it is not the political dream of some Congressman from Ruralville, who introduced it solely as a bid for the farmer vote in his district, is shown by the fact that one of the warmest advocates of such a commission is none other than Assistant Secretary of Agriculture W. M. Hays.

Perhaps the most striking example of what co-operation among farmers will do for them is that shown by the co-operative society formed by the truckmen of the Eastern Shore of Virginia. This society handles the season's crops on the same basis as independent commission men. When the season was over and the profits for the season reckoned up, it was found that it had netted \$50,000. These profits were then distributed pro rata among the farmers who were members of the society.

Already in other communities farmers are duplicating the success of the Eastern Shore farmers in the buying of machinery, fertilizers, and the like. It is becoming a frequent experience of fertilizer agents to be asked by a group of farmers to give them the lowest bids on so many carloads of fertilizer, and the agents usually do some pretty lively hustling to get the business. As a result, the farmer enjoys the benefits which make the "from-the-reservoir-to-the-well" principle attractive to the man who buys a suit of clothes. They generally get their goods as cheaply as the regular fertilizer dealer gets his, and the money they would have had to pay him as his profit they can keep in their own pockets. Big commercial agencies are taking note of them, and there are probably five farmers rated in Dun's and Bradstreet's now where there was one twenty years ago.

Of course, the elimination of all middlemen will never come, but it is interesting to speculate how much the farmer would save did he sell everything direct to the consumer and buy everything direct from the manufacturer. Secretary Wilson gives the glowing information that the farms of the United States furnished \$5,412,000,000 worth of produce during the year 1907. Accounting one-half of this as having been sold off of the farm, and that there was 19 per cent of profit between the farmer and the consumer, the middlemen must have made nearly \$490,000,000, possibly \$1,000,000,000, out of the transaction.

Good roads have been built by co-operation among farmers, and perhaps no sort of co-operation has paid them better returns than this. These roads are generally built by joint stock companies made up of the farmers along the road to be improved. A toll only heavy enough to maintain the road and to pay the farmers interest on their money collected. They then have the benefit of a fine macadam road at a negligible cost, and the enhancement of farm values is more than sufficient to pay the first cost of the road.

A striking instance of co-operation among farmers in road building is that of the Harrisonburg and Rawley Springs Roads in Virginia. It is twelve miles long, extending through a rich farming community. Its first cost was not over \$3,000 a mile. The annual toll collections amount to about \$2,500, of which the farmer and the consumer, the middlemen must have made nearly \$490,000,000, possibly \$1,000,000,000, out of the transaction.

The telephone represents about the most general use of the co-operative principle among farmers. There is probably not a single State in the Union where farmers have not united among themselves for building telephone lines. Some of these have developed into extensive systems. The farmer buys his telephone outright, at a cost of about \$15, and contributes about \$30 in labor, materials, or money, to the construction of the line. He then has a telephone system of his own, the only expense to incur afterward being a small annual exchange fee and the repair bills. Fire insurance is another form of co-operation which has proved wonderfully successful among farmers. There are, perhaps, a thousand farmers' mutual fire insurance companies doing business in the United States. They usually pay two-thirds or three-fourths of the actual losses sustained, and all losses are made good by assessment. Usually these are very light, sometimes not more than 20 per cent of that charged by any regular insurance companies.

Co-operation has received its blackest eye from the co-operative creamery. The creamery business demands a closer attention to sound business principles than any other with which the farmer has to do. It is to be made profitable. Properly managed, there is no neighborhood industry that can pay a higher percentage on the capital invested. Improperly managed, a creamery cannot be operated, but at a financial loss. Experience has taught that creameries operated on the co-operative principle are pretty often mismanaged. The result is that there have been hundreds of second-hand creamery plants placed on the market and hundreds of farmers have gone back to the old way of making butter.

Many towns in the rural districts have taken up the plan of encouraging the farmers to have special market days. Prizes are offered by merchants and dealers for the man who brings in the largest lot of one thing or another, and to the one who buys the biggest bill of this or that kind of goods. One of the towns

that has tried it to advantage is Kasson, Minn. Its merchants offered a prize to the farmer who would bring in the largest number of eggs, and another who would buy the biggest bill of goods. The contest was a lively one, many farmers driving as far as twenty miles to participate in it. At a recent market day of this kind over 500 farm wagons came to town loaded with produce.

As yet all the co-operation among farmers is in a small way and among a limited number. Though they are the most numerous class of people in the country, adding more to the national wealth than any other class, possessing a larger share of this national wealth than any other class, and yet the poorest organized of any people in the United States. Printers say what wages they want, and usually get them. Lawyers fix their fees, doctors maintain their scale of charges, merchants establish their prices, but farmers must sell what they have to sell at prices fixed by others, and buy what they have to buy under similar conditions.

Attempts at national organization and national co-operation heretofore have always failed. The granger movement went to smash under its own weight, and the Farmers' Alliance was no greater success. Organized, the farmers of the country possess enough ready money to put up a price strike, which would make the great coal strike of 1902 look small indeed. With the strong helping the weak they could maintain an indefinite strike for higher prices for their produce and lower prices for their machinery. Did they assess the individual farmer half as much in proportion to his wealth as the coal miners, the printers, the bricklayers, or the carpenters are individually assessed to maintain their wage scales, they could raise a fund which would be incalculably greater than the big coal strike fund of 1902. It has long been the dream of many to unite the farmers of the country, as other classes are united, but they declare it a Utopian dream. The development of the co-operative principle, according to those who are studying the trend of the times, will be along neighborhood and not along national lines.

Last year the farmers furnished exports amounting to more than \$1,000,000,000, four-fifths of which were plant products. If the products that are fully agricultural are added those which are considerably so in combination with materials of other origin, and then to this is added the value of the forest products and the manufactures therefrom, the remainder of the exports amount to but 28 per cent of the total. So, in spite of the fact that the farmer faces neither the price of what he sells nor of what he buys, he is yet about the most prosperous individual in the country.

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### Tomorrow—A Scientific Bumper Crop.

#### LITTLE GOWN FOR SUMMER.



Some of the most pleasing modes of the summer for small girls are found in the little dresses which can be worn in open-neck effect when desired, simply by omitting the removable shield. The fashion is not only suited to youthful wearers and very becoming, but is practical for warm days and most comfortable for the little wearer. The dress sketched consists of a little blouse tucked on either side and gathered slightly at the waistline to the belt, to which also the pleated skirt is attached. A hertha collar, which is adjusted to the V-shaped neck-edge, may be used or not, as desired, while a standing collar is attached to the removable shield. The sleeves may be in full or short length, the former being pleated at the wrist into a pretty cuff, while the short puff sleeve is finished with a straight band. Galatea, linen, or cotton poplin may be used for making, while pongee would also be suitable. The dress is well and wears splendidly. The seven-year size calls for 4 1/2 yards 21 inches wide. Seven sizes, 4 to 16 years.

This pattern may be obtained by inclosing 10 cents to the Pattern Department, The Washington Herald, 74 Fifteenth Street Northwest, giving number (4390) and size wanted.

#### FURNITURE.

Now is the time! The sales are all on. There are priceless prices. And there are bits for a "song." Bedroom suites de luxe tempt one. Bookcases in colonial effect are attractive. Chairs, quite out of the ordinary, are featured. Dining-room pieces most tempt the fond housewife. And it isn't only regulation furniture that is included in these absorbingly interesting sales, but everything for the house, not to mention the entire family.

#### An Extra Dress.

An excellent investment at this time of year is an elaborate afternoon costume of some light-weight silk of chiffon texture, which not only will give some little service at the moment, but after seasonal wear during the summer months will be ready and in smart trim for the early autumn.

#### Poems on Plates.

Porcelain plates decorated with floral wreaths in natural color and with gold lace borders have a poem by a prominent American or English writer in the center of each.

### FROM WOMAN'S POINT OF VIEW

"How do you account for the difference between the two families to right and left of me?" asked a woman who was recovering from the annoyance of an encounter with two malicious boys whom she found in a choice apple tree. They were the children of a close neighbor, so she had to restrain herself, or that was what she thought, yet this was only one of a series of disagreeable meetings which had been thrust upon her by the bad behavior of boys belonging to an eminently respectable family.

I knew what constituted the difference between the boys of two families in a position to make life easy or hard for her as they pleased. It was the simple question of breeding. One mother had correct ideas of life, and governed her children accordingly. She believed in good manners as well as good habits, and had a proper respect for the rights of others. Her small sons were popular because they were respectful, honest, and obliging, while the two on the other side were malicious, destructive, rather dishonest, and rude beyond question. They could buy all the fruit they wanted, yet the sight of a loaded fruit tree made them avaricious.

I have seen a home refined in every particular, and two children of whom any mother might be justly proud. I know that the father came from a home where poverty was his constant companion, and that his educational opportunities were extremely limited. He was rather clever, however, and had ambitions, so that by the time he was ready to marry he was a well-to-do man with eyes on a woman several degrees above him in station, and meet with favor. She had exerted a tremendous influence on his life, and erased every trace of his humble origin. Her children are patterns of good breeding for families in any position.

I wonder that children are as good as they are after seeing the treatment accorded some of them. They are cuffed and petted with the same lack of thought. They are growing up with cloudy ideas concerning punishment and rewards, with no idea at all concerning self-control, and are bound to be a discomfort most of the time. It has been my misfortune to be annoyed beyond words this summer by a girl, possibly nine years old, who sneaks through my window and crawls under windows when I am indoors, and in the shrubbery when I sit outside, and sees and hears enough to make her family rather too familiar with my everyday life.

Obviously her mother encourages her in this matter, for she has been asked to keep the child away. She knows that we regard her as an unmitigated nuisance, yet there is no sign of an abatement. What is the future of that child? She must become doubly a nuisance when she grows up, capable of bringing disaster to every circle she enters. She will poison life for a good many, because there is no way of putting down either man or woman who is lacking in fine feeling.

BETTY BRADEN.

### MOTOR RIG MEMS.

One of the Coats-Glove Newsies. Square and Rainbow Vests.

A coat of cravenette, trimmed stylishly with buttons and a facing to collar and cuffs of dust-colored satin, is particularly smart. This shade is quite new, and decidedly practical. This same finish is used on coats of tweed in plaids or checks.

The new gauntlet glove shows an improvement that will be most convenient, for the cuffs start from the inner edge of the arm to the outer in a sharp point. This gives length at the back of the arm, into which the blouse or coat sleeve can be not only tucked, but securely held in place, while the short inner edge provides comfort when one bends the arm.

In vests the square is preferred to any other shape, and brown is the favorite color. A square of brown crepe—not exactly chiffon—measured one and a half yards square. A lovely square of chiffon called the rainbow veil presented effective shades in soft pink, blue, yellow, green, and mauve.

#### A Sartorial Question.

Little Newman's mother had faithfully tried to answer his question in regard to death and the future life, and he had been told that when he died his soul would go to heaven.

One day he came running in from his play, and in excitement cried: "Mamma, mamma, if just my soul goes to heaven, what am I going to button my pants on to?"—The Delineator.

### TEACHING BOYS TO COOK

By KATE UPSON CLARK.

A reader of the papers thinks it would be well enough to teach boys to cook and to do the other common work necessary to keep one's daily life up to a decent physical standard.

"But," she asks, "how can I teach my boys to cook? I keep two servants and my cook does not like to have the children in the kitchen. Those of my friends who keep but one servant have the same trouble. If one does the cooking oneself, is it might be practical—but how can the rest of us manage?"

Well, there are many ways, and a little thought and ingenuity ought to invent more. For instance, in a certain Brooklyn home, there is a small gas range in the nursery. On this, every day until they go away in the summer, is cooked the light supper of the three children—one boy and two girls. They usually have a cereal, or soup, or other hot foundation edible, with, perhaps, sandwiches and cocoa, stewed fruit and plain cake or cookies. Every one of those children can cook the simple dishes which figure in their common supper menus. They can boil and scramble eggs, or make an omelet. They can cook rice, farina, and other cereals and can make delicious cocoa. They know how to thicken milk or cream for creamed fish, dried beef, or toast—and they love to do it all.

One of the neighbor's children—a boy of nine—supped with them one evening and was allowed, under surveillance, to compound the cocoa. He measured the proper quantity of the six persons who that night constituted the party; he then dissolved it in hot water in a cup while equal parts of milk and water, three large cups of each, were "scalding" on the range; and so on, until the smooth, delicious beverage was served up in dainty cups. No one who saw him will ever

### FOR THE STOUT WOMAN

There Is Hope in Proper Exercise.

The battle of the hips has indeed come to be a strenuous war, waged between the American woman and her flesh. It has been said that she is afflicted with larger hips than any woman in the world. Whoever made the statement has no statistics to prove his case, as figures on the subject have never been collated. But overweight there are imposed upon its owner plinkicks of discomfort which transform the simplest pleasures into painful exertion.

Wherever the fat woman finds herself in a crowd—and where can she avoid one in New York?—she is an intruder. Occupying twice the space to which she is entitled, she inflicts upon her companions through her excessive pounds just so much additional fatigue and discomfort. Too often this redundant flesh becomes as bullet-proof armor, repelling all consciousness of the rights of others. The woman who makes a god of her stomach is seldom induced to reform. She is the innately selfish female who makes her very existence an offense.

All defects of ugliness, but certain ones are degrading, and obesity is signally ignoble, giving as it does undue prominence to the grossest parts of the body and pampering flesh at the expense of the brain. Living to eat is debasing life, putting one on an animal plane, and the man or woman who does it often fails to evince the instinct and discretion with which the higher orders of beast control their appetites.

Physical exercise forms the most important part of the obesity cure, and except in cases of real organic trouble must be persevered in even to discomfort. To cure obesity is not to lie in a bed of roses. It involves exertion, fatigue, and self-discipline. And from these the fat woman fees as she would from a serpent.

You may make the same sort of exercises both build and reduce, all depending upon how they are performed. Taken slowly, they aid in the building up of tissues; taken rapidly, they burn up the carbonaceous food that is a part of the diet and so destroy excessive adipose.

If you are thin and wish to increase your measures use the same exercises as are given to the fleshy one, but never tire yourself with them, not go through them so quickly that you are thrown into a heavy perspiration. But if you are anxious to burn away the too solid flesh, you will see no change in your weight. It is difficult to give separate exercises for hips, waist, and abdomen; their muscles lie too close together that they must be treated together.

When going through systematic exercises be sure that you wear loose clothing; one garment is sufficient, with a pair of flat-soled shoes or slippers. Allow plenty of fresh air to go through the apartment. There should be no constriction of the corset during calisthenics; especially is this true when the trunk is to be benefited.

If you are stout, work violently; if thin, take your exercises lightly, resting often. Otherwise they will be of no benefit. Begin by bending. Stand in position, which means that the heels are placed together, the toes turned out at a 60-degree angle, the hands resting easily upon the hips, thumbs back. Stand erect.

Bend to the right four times, as far as is possible without taking heels out of position. Let the waist do all the work. Return to perfect standing position after each bend.

Bend to the left in the same way. Then alternate bending, right and left, stopping at position each time. Now make the bend to right and left all in one swing without halting at the upright position. Follow the same method in bending to the front, always making the bend entirely at the waist line and keeping the knees stiff during the whole performance. Swinging the hips is an invaluable aid in the hip battle. Stand in position, then begin by swinging the right leg back and forth, keeping the knee rigid all the time. At first it is by no means easy to retain the balance; but that will come later by practice.

Change from right to left, giving each leg an equal amount of work, except in cases where one hip needs more development than the other, when special effort should be given to that one.

Next, sit on the floor and rock. This is done by clasping your hands around the legs just below the knees, thus drawing the knees up toward you. Rock back and forth. Done moderately this will prove enlarging to small hips, but per-

form violently it is one of the foremost exercises in reducing large ones to the normal.

Do not forget that deep breathing is of the utmost importance. Inhale deeply, at the same time drawing in the abdomen by the power of its own muscles. Exhale suddenly and swiftly; inhaling is always to be done slowly.

This exercise should be put into parentheses, as it is intended specially for those afflicted with a protruding abdomen. For the same victim the following rule is laid down: Do not breathe with the abdomen. The above work, if practiced properly, will reduce fleshy hips and the waist measure, and increase small ones to the desired point. Supplemented by bicycle riding and golfing the results will of course be more prompt.

The thin girl must not work at the motions until she is fatigued and perspiring; the fat one must not drag through them lazily and indolently. But in spite of this warning it is just what will happen nine cases out of ten.

#### GARDENING LESSONS.

Take them now. They are waiting. They are on every side. Note which situations serve best. Others will pine away if denied the full sun. You'll see some plants thriving in the shade.

Fuchsias like half shade, a tree serving as an ideal umbrella. Most of the highly colored foliage plants require the brilliant sunshine. Tradescantia, the pretty, variegated vine called Wandering Jew, and other names, grows luxuriantly in window boxes with a northern exposure.

And be sure and take notes of your observations, else you may forget them. Copy them in ink, written finely on a piece of paper, and paste the paper under the December leaf of your calendar. At the beginning of the year transfer the paper to your new calendar, just before the month of April or May, according to what you have selected.

#### Look at Her Teeth.

From the New York Press. Young man before you marry take particular notice of the teeth of your intended wife. Aunt Peggy tells me just now that the organs of mastication are certain indicators of a wife's inclination to roam or not to roam. "If you want a home body," says the aged high priestess, "marry a girl whose teeth grow close together. If the teeth are distinctly separated, your wife will go gad-ding about all the time. She may love her home, but she won't stay there. She will want to be traveling. The greater the distance between the teeth the greater her inclination to wander abroad."

## IMPORTANT!

## THE WASHINGTON HERALD

WILL SHORTLY PUBLISH SERIALLY

# Satan Sanderson

By Hallie Erminie Rives.

## The Great Love Story of the Year

One month after it was put on sale Satan Sanderson was among the best selling books in the United States. In seven cities it was in greater demand than any other book. Its popularity is the result of a big, stirring theme, vividly painted and forcibly presented—an enthralling romance.

### Don't Miss the First Installment

The career of the Rev. Harry Sanderson, known as "Satan" in his college days, who sowed the wind to reap the whirlwind and won at last through strangest penance the bright prize of love, seizes the reader in the grip of its feverish interest.

Miss Rives has outdone herself in the invention of a love story that rings with lyric feeling and touches every fiber of the heart with strength and beauty. Forgotten personality and mistaken identity combine to produce situations of tremendous emotional value, moral vitality, and intellectual brilliance.

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Some are of fine lingerie cloth, some of dotted Swiss, and others of satin foulard, in jumper style. Dozens of different styles, but not many in one style. We took all the manufacturers had, and that's how we could get them to sell at this surprisingly low price. Such a price should entirely clear out the lot before closing time today. You never got so much for your money as you will in buying these Princess Dresses.

**THE LINGERIE DRESSES** are all made in very elaborate style, have lace yokes, lace sleeves and lace-trimmed skirts, many of them in the fashionable long panel-front models. Mostly all white, but a few pink and light blues in the lot.

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**THE FOULARD JUMPERS** are of splendid quality satin foulards, black and blue grounds, with white dots, effectively trimmed with braids and folds.

#### BABIES' GARDEN PARTIES.

Hatless Little Boys Have Learned to Bow Perforce.

The garden party season for children makes the subject of juvenile clothing, always delightful, of more than ordinary fascination. For wee girls of two or three there are such lovely little coats and frock costumes made of white cambric inset with Valenciennes lace. The coats are absolutely charming—quite short and loose, with balloon sleeves caught into lace cuffs midway between the baby wrists and elbows. A white suit with a pink sash fringed at the ends and tied at one side, white silk socks and pink shoes, and, to crown all, a cottage bonnet of drawn cambric and lace, with bunches of pink roses beneath the poke brim, makes a baby belle look ever so winsome.

Such numbers of small babies dispense with millinery altogether, now that the boys are being taught to make courtly bows, for with no hat to raise a new form of salutation has had to be found for them. A sweep of the right hand accompanies the deep lowering of the head, and adds to the Old World grace of the obeisance.

#### ALL ABOUT THE BOLSTER.

Here Are Some Facts that Will Be New to Many People.

If the Crusades were led to the introduction of the cigarette into England, says the London Chronicle, another war—the war of the Crusades may be said to have introduced another article which, from the strictly hygienic point of view, writes a correspondent, is almost as dangerous and quite as objectionable. The Crusaders are said to have brought home with them the bolster, and, according to Dr. Cantile, their wives, in ignorance of the only rational way of using the article (i. e., placed lengthwise as a support for the back of a person lying on his side), and not knowing what else to do with it, put the bolster where it is still found on the beds of those who have not learned the wisdom of discarding it altogether—under the pillow.

#### Its Only Solution.

From Harper's Magazine. The servant problem would be solved, we'd all wear gins. If only when a new girl comes She would be twins.